

COPY

March 6, 1987

Mr. Richard Monteilh
Business Administrator
City of Newark
City Hall
920 Broad Street
Newark, NJ 07102

Dear Richard:

This note comes to express my concern over the pending purchase of computers in response to an RFP which Banker apparently sent out before leaving. I believe Charles Countee has shared the nature of the problem with you.

SUGGESSTION

If it's possible to stop the purchase process for review...how about considering the possibility of a leasing arrangement once you decide what equipment you really need.

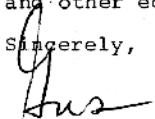
This suggestion is offered for a couple of reasons:

- (1) Leasing could defer the need for major capital expenditures during this time of fiscal crisis.
- (2) The possibility of doing business with a minority owned firm which specializes in municipal leasing matters.

Art Powell (who I believe you know) heads the firms I am referring to.

I have enclosed information about a leasing deal for computers and other equipment which Art has just completed with UMDNJ.

Sincerely,


Gustav Henningburg

Enclosure: